

Message Text

UNCLASSIFIED

PAGE 01 COLOMB 01242 070912Z

22

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 070605Z APR 76
FM AMEMBASSY COLOMBO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4574

UNCLAS COLOMBO 1242

E.O. 11652:N/A
TAGS: BFOL, CE
SUBJECT: ADS-FOLLOW-UP: CABOT CORPORATION, BOSTON MASSACHUSETTS 02110

REF: USDOC 05295

1. FOLLOWING LEADING TIRE FIRMS AND A GOVERNMENT CORPORATION ARE LARGE USERS OF CARBON BLACK AND INTERESTED IN CORRESPONDING : (A) RIVHARD PEIRIS & CO. LTD., NAWINNA-ATTENTION: H.D. EDWIN, WORKS MANAGER; (B) ASSOCIATED MOTORWAYS LTD., 185 UNION PLACE, COLOMBO 2-ATTENTION: EARLE WICKRD-SINGHE, ASSISTANT GENERAL MANAGER; AND (C) CEYLON TYRE CORPORATION, P.O. BOX 8, KELANIYA-ATTENTION: P.J. ANTONPILLAI, SUPPLIES MANAGER.

2. SOME LEADING PAINT MANUFACTURING FIRMS WHICH HAVE SHOWN INTEREST ARE: (A) CEYLON PAINT INDUSTRIES LTD., LADY CATHERINE DRIVE, RATMALANA-ATTENTION: C. KUNANAYAGAM, PRODUCTION MANAGER; (B) PAINTS AND GENERAL INDUSTRIES LTD., 3RD FLOOR, HEMAS BUILDING, YORK STREET, COLOMBO 1- ATTENTION: M.D.S. PERERA, DIRECTOR AND (C) COLOMBO PAINTS LTD., 38 D.R. WIJEWARDENE MAWATHA, COLOMBO 10-ATTENTION : C. WIGNARAJAH, ADMINISTRATION MANAGER.

3. A FEW LEADING FIRMS WITH QUALIFIED PERSONNEL HAVE SHOWN PROMOTIONAL INTEREST. THESE ARE (AL A. BAUR & CO. LTD., P.O. BOX 11, COLOMBO -ATTENTION: UNCLASSIFIED

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T.S. SHANMUGANATHAN, EXECUTIVE, INDUSTRIAL CHEMICALS;

AND (B) CHEMICAL INDUSTRIES (CEYLON) LTD., P.O. BOX 352,
COLOMBO-ATTENTION: O.M.R. SIRISENA, PRODUCT MANAGER.
THE FORMER IS DESIROUS OF BEING CONSIDERED AS A POSSIBLE
AGENT.

4. A LEADING INK MANUFACTURING FIRM INTERESTED IN CORRESPONDING
IS GENERAL INDUSTRIES LTD., 53 KEYZER STREET,
COLOMBO 11 -ATTENTION R. YOGARAJAH, MANAGING FIRECTOR.
COMMENT: CARBON BLACK IS PRIMARILY USED BY A NUMBER OF
TIRE RETREADING FIRMS INCLUDING THOSE LISTED ABOVE.
IMPORTS IN 1975 TOTALLED 1,936 LONG TONS VALUED RS. 7.5
.8))89,. SOURCES OF SUPPLY, BESIDES U.S., INCLUDED
AUSTRALIA, FRANCE, INDIA AND ROMANIA. GOOD QUALITY
COUPLED WITH COMPETITIVE PRICES SHOULD PROVIDE U.S. WITH
AN INCREASED MARKET. DELAY IN PREPARATION THIS ADS
DUE EMBASSY RECEIVING FIRST INTIMATION LATE LAST YEAR
AND ALSO AWAITING CATALOGS, WHICH WAS NOT RECEIVED.
VAN HOLLEN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976COLOMB01242
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760130-1178
From: COLOMBO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760489/aaaacxv.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUN 2004 by SilvaL0>; APPROVED <04 JAN 2005 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ADS-FOLLOW-UP: CABOT CORPORATION, BOSTON MASSACHUSETTS 02110
TAGS: BFOL, CE
To: SECSTATE WASHDC
COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006